
Alberto Daire

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EDUCATION	THE UNIVERSITY OF NORTH CAROLINA KENAN-FLAGLER BUSINESS SCHOOL Master of Business Administration, May 1994. Recipient of Consortium for Management Fellowship. Chapel Hill, NC
	UNIVERSITY OF MIAMI Bachelor of Science, Industrial Engineering, May 1989. GPA: 3.80. Marchel Schaps Award - Outstanding Industrial Engineering Senior. Omicron Delta Kappa Leadership Society. Miami, FL
EXPERIENCE	
2002-Present	Liberty Power Corp <i>Chief Financial Officer</i> Responsible for all finance and accounting areas for an electric energy service company serving customers in deregulated states. Ft. Lauderdale, FL
2000 - 2002	Nortel Networks - Caribbean & Latin American Division <i>Senior Manager, Business Development.</i> Manage group responsible for providing consulting services for Nortel customers with the objective of driving new business sales. Sunrise, FL <ul style="list-style-type: none">• Responsible for managing customer engagements, qualifying opportunities and development of account strategy.• Perform market analysis, customer portfolio analysis and innovative business case development to further grow Latin American market.• Manage staff of 3 consultants.
1998 - 2000	<i>Senior Manager, Business Analysis & Planning.</i> Manage financial planning of \$600M wireless telecommunications product portfolio in the Latin American Region. <ul style="list-style-type: none">• Review and appropriate contract proposals with regard to strategic value to Nortel and profitability including pricing, margin analysis, and cost reduction.• Manage staff of 1 manager and 2 analysts.• Assist commercial marketing team during contract negotiations for major customers.
1996 - 1998	<i>Manager, Business Analysis & Planning.</i> Responsible for formulating and developing quarterly forecasts for the \$800M Latin American division of a global communications network provider. <ul style="list-style-type: none">• Supervise staff of 3 analysts responsible for performing financial analysis on forecasts and actuals of entire region.• Provide finance support to Enterprise Networks division including margin analysis, asset management, and cost reduction.• Key finance member of project team required to analyze and negotiate two \$300M contracts with a South American telephone service provider.
1994 - 1996	<i>Senior Financial Analyst.</i> Miami, FL <ul style="list-style-type: none">• Utilized financial expertise to analyze strategic business opportunities identified in the region.• Key finance member of cross-functional team tasked with analyzing the feasibility of establishing a manufacturing plant in Brazil.• Designed 4 profitability models for regional products and presented recommendations to executive management.
1991 - 1992	GE Electrical Distribution & Control <i>Manufacturing Supervisor.</i> Supervised staff of 11 machine operators (IUE Union). Managed the production of 2 million metal piece parts per week. Bridgeport, CT <ul style="list-style-type: none">• Initiated cost cutting programs which reduced manufacturing expense by 32%.• Coordinated special cross-functional groups. Organized operators into problem solving teams resulting in a 35% reduction of scrap costs.

1990 - 1991	<div> <div>GE Aerospace</div> <div>East Windsor, NJ</div> </div> <p><i>Sourcing Specialist.</i> Procured electronic and mechanical components for Aerospace Group.</p> <ul style="list-style-type: none"> • Negotiated agreements with 29 major suppliers for Electronic Data Interchange (EDI). Resulted in savings of \$250,000 per year. • Coordinated implementation of two supplier systems with combined yearly purchases of \$2.4 million. Consolidation resulted in savings of \$350,000 over previous 20 suppliers.
ADDITIONAL DATA	<p>Bilingual: fluent in Spanish</p> <p>Proficient with spreadsheet and database software (Lotus, Excel, Dbase)</p> <p>Traveled extensively throughout Europe & Latin America.</p>